

reporting market opportunities, competitor status, political and economic events of significance. Scheduled sector reports in agriculture dealing with structure, trends and policy issues and interpretation of developments vis à vis Canadian interests are sent to headquarters for dissemination.

The rapid pace of developments today has shifted reporting more to spot reports, i.e. information which is relevant today for exporters in a specific market. Communications technology and ease of travel are rendering scheduled reporting on industry sectors perhaps less relevant than they were twenty years ago. However indepth reports on sectors in the agricultural economy are important for strategic market planning by both the private sector and for government departments involved in trade development.

Credit Guarantees and Insurance

Short-Term Bulk Agriculture Credits Insurance provides cover to the exporter of bulk agricultural products against commercial and political risks inherent in export sales to foreign governments, and in export sales to private buyers under irrevocable letters of credit. Features include competitive premium rates, fast turnaround time, and cover for credit terms of up to 360 days.

Medium-Term Bulk Agriculture Credits Insurance provides cover to the exporters of bulk agricultural products against political and commercial risks inherent in export sales to foreign governments. Features include competitive premium rates, fast turnaround times, and cover for credit terms up to three years when warranted by international competition.

Medium-Term Bulk Agriculture Credits Guarantees provide cover to banks and other financial institutions that provide non-recourse financing for exports of agricultural products sold on credit terms of up to three years when warranted by international competition.

The attached annexes I, II and III provide more details on this subject.